



U.S. Small Business
Administration

NEWS RELEASE

SEATTLE DISTRICT

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Olympia Pest Control Company Named 2020 SBA Seattle District Veteran-Owned Small Business of the Year

PCI Pest Control Honored as Part of Annual National Small Business Week, Shares Business Journey Before and Through Coronavirus Outbreak

SEATTLE – The U.S. Small Business Administration (SBA) 2020 Seattle District Veteran-Owned Small Business of the Year is PCI Pest Control in Olympia, WA.

Founded in 2006 by Matthew (Matt) Purcell, PCI Pest Control is a prevention-focused residential and commercial pest and weed control service. They offer services in Thurston, Pierce and Mason counties and contract work with the state governments of Washington and Oregon.

In its first year of operation, PCI Pest Control generated \$35,000 in annual sales as a one-person operation based out of Purcell's living room. During the past 14 years, the company grew to \$900,000 in annual revenue and nine full-time staff. Purcell credits the company's success to his team and the military leadership training he received while serving with the National Guard.

"Matt Purcell has seamlessly integrated the Army values of service, sacrifice and excellence into launching and growing his own business," SBA Seattle District Director Kerrie Hurd said. "PCI Pest Control is a great model for how other veterans can apply their leadership and discipline into becoming successful entrepreneurs and job creators."

The SBA Seattle District Veteran-Owned Small Business of the Year Award recognizes an entrepreneur who has served in the military or National Guard that demonstrates staying power and substantiated history as an established business with at least three years of business operation.

The small business awards program is part of National Small Business Week, which is typically held during the first week of May every year since 1963. National Small Business Week award announcements and celebrations were postponed this year due to the Coronavirus outbreak. The 2020 dates for National Small Business Week have yet to be announced.

Purcell joined the Alaska Army National Guard in 1986 and completed Airborne training. The following year he was accepted into the Active Guard Reserve Program and served 20 years on active duty, supporting National Guard units in Alaska, Virginia and Washington before retiring. He decided his next step would be to start his own business but needed guidance on how to get started.

Purcell sought assistance from the Washington Small Business Development Center (SBDC) and together they addressed planning, marketing, accounting and staffing plans to build a sustainable business.

“It's an honor to receive this recognition from the SBA,” Purcell said. “It's taken many years of growth and development to reach the possibility to be a serious contender. I'm very grateful for the coaching through my local Small Business Development Center, and I look forward to continuing to build from a strong business foundation.”

He also sought help from Washington Procurement Technical Assistance Center (PTAC) to get assistance breaking into state government contracting, which helped PCI Pest Control win state government contracts with Washington and Oregon.

PCI Pest Control contributes time, money and resources to a variety of fundraisers and nonprofits, including the Yelm Dollars for Scholars Scholarship and the North Thurston County Education Fund. Additionally, they sponsor the American Cancer Making Strides Against Breast Cancer Walk annually. The company also recently paid employees' regular wages to give their time at a local food bank, the Lacey Senior Center and the YMCA.

When the pandemic hit earlier this year, PCI Pest Control adapted quickly to provide a safe workplace while continuing to provide business services without losing a single day of productivity. Purcell applied and received aid from the SBA Paycheck Protection Program (PPP) which has helped them keep every employee on staff with no reduction in hours.

“The PPP gave us the confidence to keep our doors open, and by increasing our marketing budget, we've increased sales,” Purcell said.

They continue to receive SBDC business coaching which has been instrumental in learning how to apply and how to use the PPP funds. Even though PCI Pest Control cannot currently gather in person for community service projects, they continue to give back to the community by offering a limited amount of pest control services at no charge to anyone in Thurston County who isn't receiving a paycheck due to the Stay Home Stay Safe restrictions.

“National Small Business Week is a time to recognize the impact entrepreneurs and small businesses have on our economy and in our local communities,” SBA Pacific Northwest Regional Administrator Jeremy Field said. “Like many things in 2020, the journeys of this year's award winners took a turn most didn't anticipate. However, themes of ingenuity and tenacity remain the same as small business owners continue to inspire us in new and meaningful ways.”

A celebration honoring local SBA winners from Washington and the SBA Seattle District – which serves Washington and northern Idaho – has been postponed due to the pandemic but is slated to be rescheduled once conditions are safe to do so. Other SBA local awards that will be recognized at the celebration include Small Business Person of the Year, Exporter of the Year, 8(a) Graduate of the Year, Young Entrepreneur of the Year, Rural Small Business of the Year, and the Rising Startup Award.

For more information about National Small Business Week, visit www.sba.gov/nsbw.

For more information about SBA resources to support veteran entrepreneurs, visit www.sba.gov/veterans.

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About the U.S. Small Business Administration

The U.S. Small Business Administration makes the American dream of business ownership a reality. As the only go-to resource and voice for small businesses backed by the strength of the federal government, the SBA empowers entrepreneurs and small business owners with the resources and support they need to start, grow or expand their businesses, or recover from a declared disaster. It delivers services through an extensive network of SBA field offices and partnerships with public and private organizations. To learn more, visit www.sba.gov. The **Seattle District** serves Washington and northern Idaho with office locations in Seattle and Spokane.
